

Fig. 2

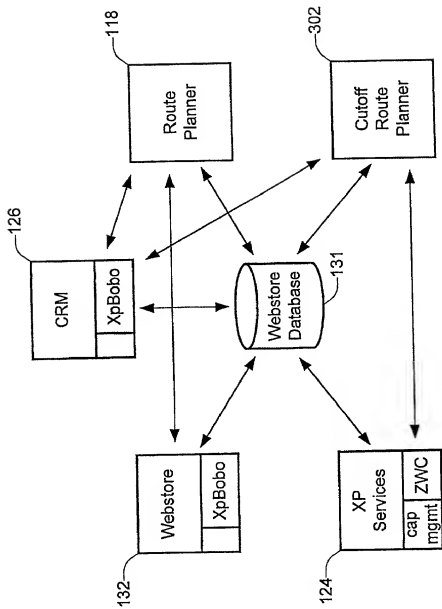


Fig. 3

Fig. 4

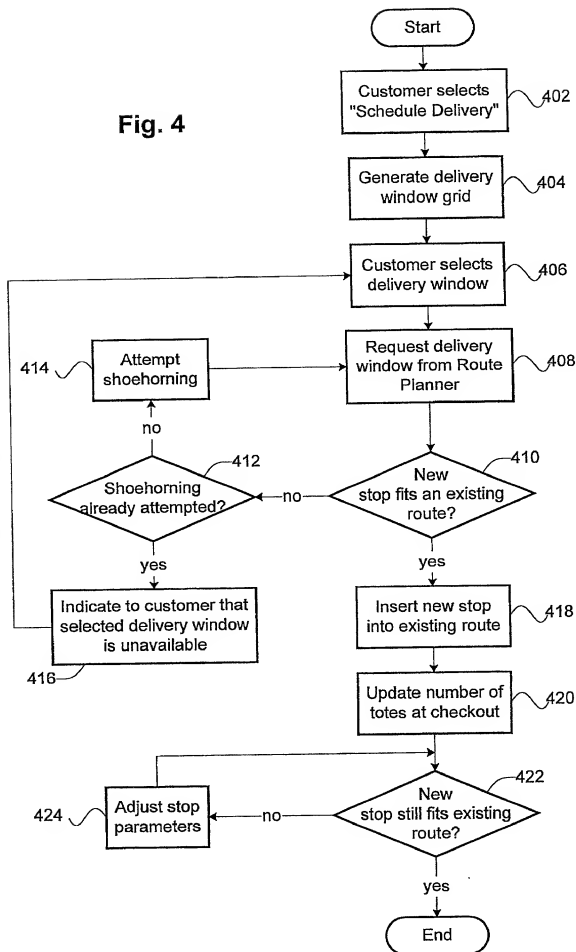
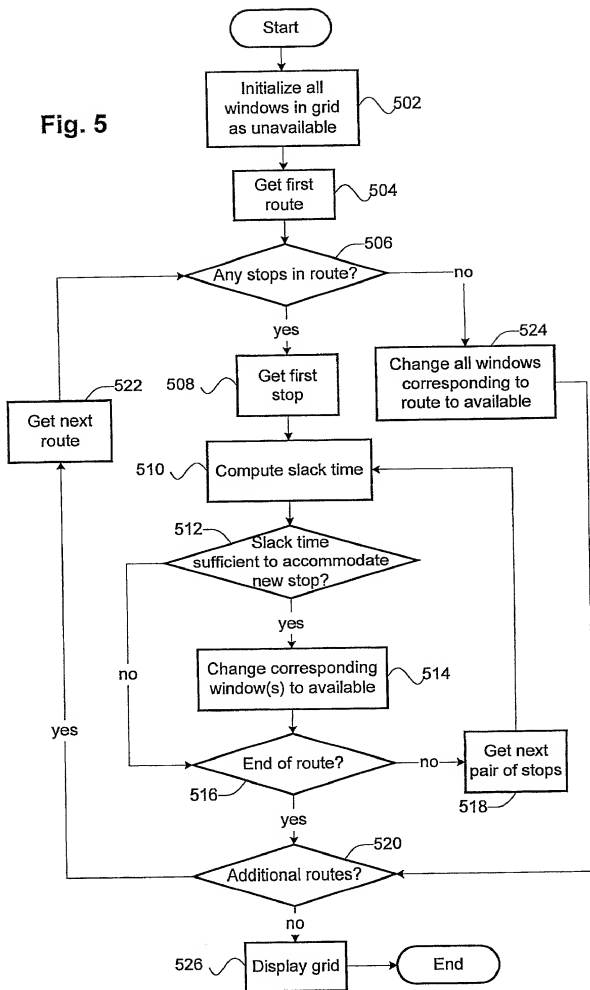


Fig. 5



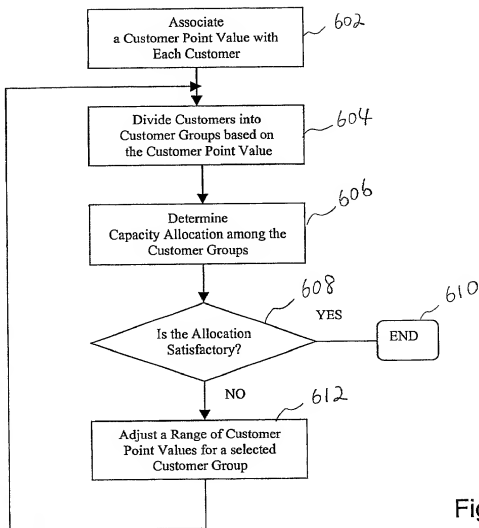


Figure 6

Average Shipment Size		
Threshold		Points
less than 25		0
\$ 25.00	≤	15
40.00	≤	20
55.00	≤	25
70.00	≤	35
85.00	≤	45
100.00	≤	50
115.00	≤	55
130.00	≤	60

Figure 7

Shipment Frequency		
Threshold		Points
Orders/Week		
less than .25		0
0.25	≤	12
0.45	≤	20
0.75	≤	30
1.00	≤	33
1.25	≤	36
1.50	≤	40

Figure 8

Customer	Customer Points	Group Name	Override Group Name	Override Expiration Date
Mary Smith	61	A3		
John Doe	32	A4	A3	9/30/1999
Joe Smith	90	A1	A3	12/31/1999
Sunil Bhargava	50	A3	A1	Null (no expiration)

Figure 9

Input Screen							
Begin Date		8/5/99		1002			
End Date		8/31/99		1004 1022 1000 1024			
Capacity Allocation History							
Begin Date		8/5/99		1002 1004 1020 1000 1024			
End Date		8/31/99		1014			
		Minimum	Target	Actual Results			
		Points	Capacity	Total Customers		Total Orders	
Group			Allocation	%	Number	%	Number
A1	86	32%		23%	5,290	34%	1,780
New		20%		25%	5,750	17%	890
A2	74	20%		14%	3,220	22%	1,151
A3	54	16%		13%	2,990	18%	942
A4	31	9%		15%	3,450	7%	366
A5	-	3%		10%	2,300	2%	105
Totals		100%		100%	23,000	100%	5,234

Figure 10

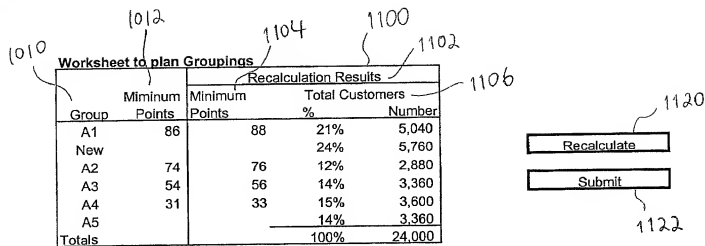


Figure 11

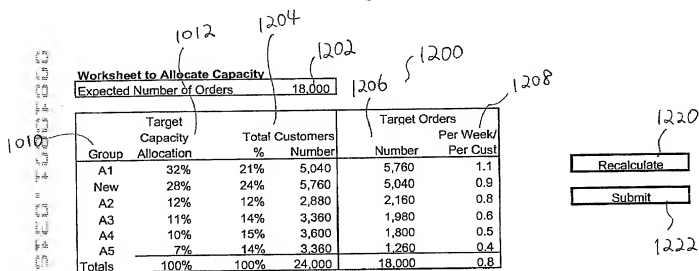


Figure 12



		8:00	8:30	9:00	9:30	10:00	10:30	11:00	11:30	12:00	12:30	13:00	13:30	14:00
02/10/2001	Sun	X			H		X	(X)	X	X	X	X	X	
02/11/2001	Mon						H	(X)	(X)	X	X	X	H	
02/12/2001	Tue							(X)	(X)	(X)	X	H		
02/13/2001	Wed							(X)	(X)	(X)				
02/14/2001	Thu						(X)	(X)	(X)	(X)				
02/15/2001	Fri						(X)	(X)	(X)	(X)				
02/16/2001	Sat						(X)	(X)	(X)	(X)				

1300

Figure 13

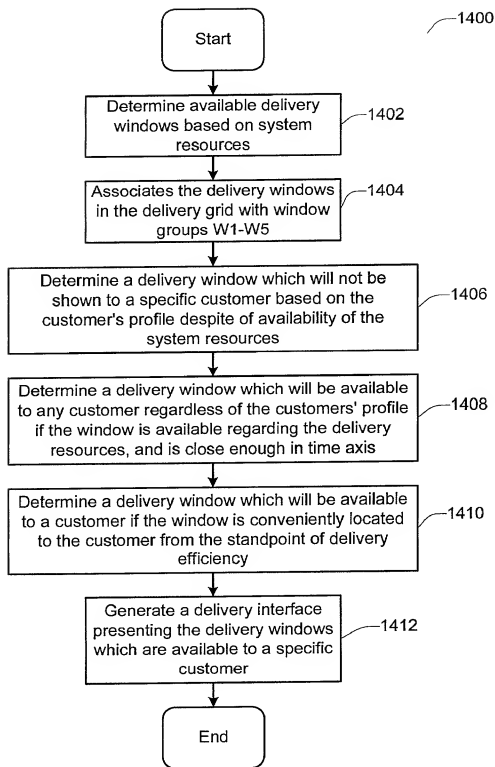


Figure 14